



Financial Reporting Package

June 2026

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NABIP

Revenues and Expenditures - Budget vs Actual

As of June 30, 2026

	<u>Actual</u> <u>JUNE</u>	<u>Budget</u> <u>JUNE</u>	<u>VARIANCE</u>	
			<u>\$</u>	<u>%</u>
REVENUE				
Membership Dues	292,356	351,433	(59,078)	-16.8%
Program Service Revenue	200,572	192,177	8,395	4.4%
Investment Income	4,705	833	3,872	465%
TOTAL REVENUES	497,633	544,444	(46,811)	-9%
EXPENSES				
Personnel Cost	194,975	274,729	(79,754)	-29%
Occupancy / Rent	12,837	12,875	(38)	0%
Purchased Services	130,418	122,846	7,572	6%
General and Administrative	72,838	71,125	1,713	2%
Travel	26,433	24,566	1,868	8%
TOTAL EXPENSES	437,502	506,140	(68,639)	-14%
EBITDA	60,131	38,303	21,828	57%
DEPRECIATION & AMORTIZATION	7,459	12,000	(4,541)	-38%
EARNINGS FROM OPERATIONS	52,672	26,303	26,369	100%

NABIP
Revenues and Expenditures - Monthly
As of JUNE 30, 2026

	<u>Actual</u> <u>JANUARY</u>	<u>Actual</u> <u>FEBRUARY</u>	<u>Actual</u> <u>MARCH</u>	<u>Actual</u> <u>APRIL</u>	<u>Actual</u> <u>MAY</u>	<u>Actual</u> <u>JUNE</u>
REVENUE						
Membership Dues	306,000	283,407	343,835	304,526	338,264	292,356
Program Service Revenue	137,841	120,731	71,823	127,038	132,013	200,572
Investment Income	7,539	7,049	(15,161)	19,867	5,022	4,705
TOTAL REVENUES	451,379	411,187	400,498	451,430	475,299	497,633
EXPENSES						
Personnel Cost	208,635	217,323	172,452	213,183	163,149	194,975
Occupancy / Rent	13,027	13,027	13,027	12,837	12,837	12,837
Purchased Services	124,437	106,876	107,365	107,129	121,363	130,418
General and Administrative	111,976	101,228	88,908	83,967	67,992	72,838
Travel	33,107	16,254	7,132	21,320	6,218	26,433
TOTAL EXPENSES	491,183	454,708	388,883	438,437	371,559	437,502
EBITDA	(39,803)	(43,520)	11,614	12,993	103,740	60,131
DEPRECIATION & AMORTIZATION	4,222	4,047	4,047	4,152	8,186	7,459
EARNINGS FROM OPERATIONS	(44,025)	(47,567)	7,567	8,841	95,554	52,672

NABIP
Revenues and Expenditures - FY 2026
As of JUNE 30, 2026 YTD

	<u>Actual</u> <u>YTD</u>	<u>Budget</u> <u>YTD</u>	<u>VARIANCE</u>	
			<u>\$\$</u>	<u>%</u>
REVENUE				
Membership Dues	1,868,387	2,108,600	(240,213)	-11%
Program Service Revenue	790,018	1,325,573	(535,555)	-40%
Investment Income	29,022	5,000	24,022	480%
TOTAL REVENUES	<u>2,687,427</u>	<u>2,865,977</u>	<u>(178,550)</u>	<u>-6%</u>
EXPENSES				
Personnel Cost	1,169,717	1,648,372	(478,655)	-29%
Occupancy / Rent	77,594	77,250	344	0%
Purchased Services	697,588	737,077	(39,488)	-5%
General and Administrative	526,910	426,750	100,160	23%
Travel	110,464	147,394	(36,930)	-25%
TOTAL EXPENSES	<u>2,582,272</u>	<u>3,036,843</u>	<u>(454,570)</u>	<u>-15%</u>
EBITDA	<u>105,155</u>	<u>402,330</u>	<u>(297,175)</u>	<u>-74%</u>
DEPRECIATION & AMORTIZATION	<u>32,113</u>	<u>22,500</u>	<u>9,613</u>	<u>43%</u>
EARNINGS FROM OPERATIONS	<u>73,042</u>	<u>379,830</u>	<u>(306,788)</u>	<u>-81%</u>

NABIP
Balance Sheet

	Month Ending 6/30/2026
Assets	
Current Assets	
Cash and Cash Equivalents	300,156
Accounts Receivable, Net	11,052
Prepaid Expenses	191,127
Short Term Investments	313,095
Other Current Assets	1,515,780
Total Current Assets	2,331,210
Long-term Assets	
Property & Equipment	547,647
Total Long-term Assets	547,647
Intangible Assets	0
Amortization	658,377
Total Intangible Assets, Net	(658,377)
Total Assets	2,220,480
Liabilities and Net Assets	
Liabilities	
Short-term Liabilities	
Accounts Payable	238,338
Deferred Revenue	587,609
Total Short-term Liabilities	825,947
Long Term Liabilities	
Other Long-term Liabilities	1,374,163
Total Long Term Liabilities	1,374,163
Total Liabilities	2,200,110
Net Assets	20,370
Total Liabilities and Net Assets	2,220,480

NABIP

Statement of Cash Flows

6 Months Ending
6/30/2026

CASH FLOW FROM OPERATING ACTIVITIES

Change in Current Assets	(113,545)
Adjustments to reconcile change in net assets to net cash provide (used) in operating activites:	
Amortization	32,739
Changes in assets and liabilities:	
Accounts receivable	(17,084)
Prepaid Expenses	167,625
Accounts payable	(435,440)
Other Current Assets	(44,819)
Intangible Asssets	-
Net cash used by operating activites	<u>(410,525)</u>

CASH FLOW FROM INVESTING ACTIVITIES

Short Term Investments	<u>(85,977)</u>
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CASH FLOW FROM FINANCING ACTIVITIES

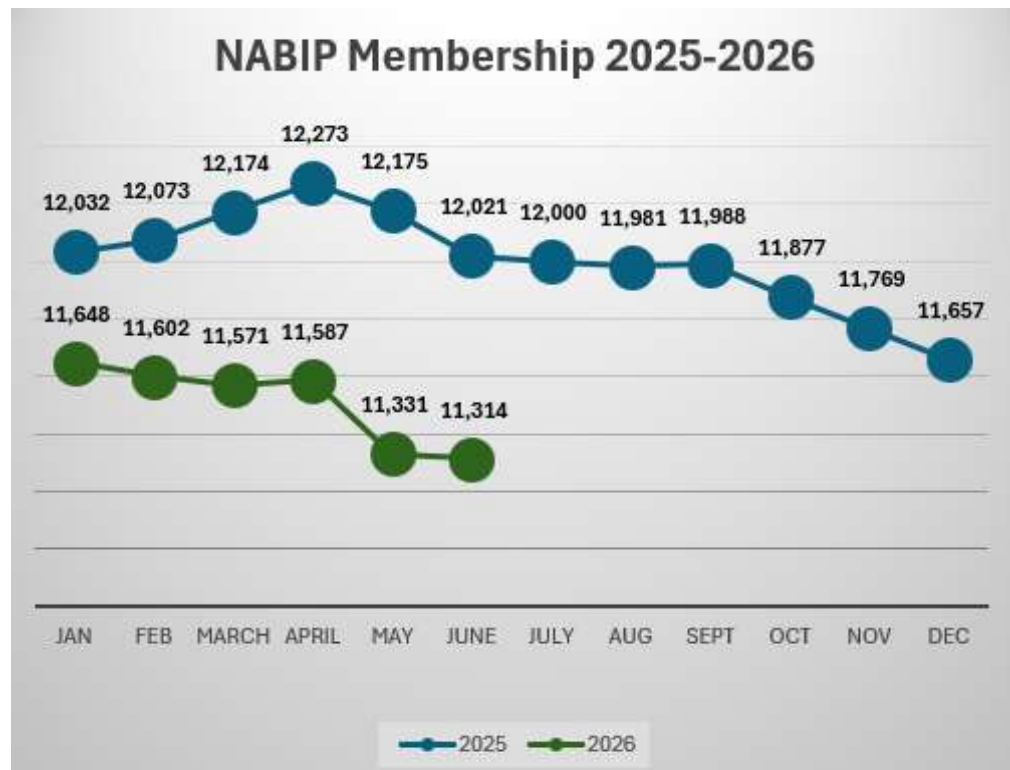
Deferred revenue	(150,646)
Capital lease obligations	<u>(38,922)</u>
Net cash used by financing activites	<u>(189,568)</u>

NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS	(686,069)
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CASH AND CASH EQUIVALENTS, BEGINNING OF PERIOD	<u>413,702</u>
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CASH AND CASH EQUIVALENTS, END OF PERIOD	<u><u>(272,367)</u></u>
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NABIP
Summary of Membership Statistics
As of June 30, 2026 YTD



STAR Report – JUNE 2026

STATUS:

NABIP recorded an Operating Profit of \$52,672 during the month of June. The budgeted Net Profit was \$26,303. A performance of \$26,369 above budget.

TECHNICAL DETAILS:

Net revenue for the month was \$497,633. This was below budgeted Net Revenue of \$544,444.

Expenses for the month were \$437,502. This was below budgeted Expenses of \$506,140.

Net revenue was accelerated by advanced sponsorship revenue associated with the Annual Convention in the amount of \$51,650.

Expenses were increased by vendor payments, entertainment events, and transportation expenses associated with the Annual Convention in the amount of \$51,726.

The net impact of revenue and expenses associated with the Annual Convention: (\$76).

NABIP recorded a profit of \$26,293 for the month of June excluding the revenue and expenses associated with the Annual Convention.

ANALYSIS:

Membership Revenue was below budget by \$59,078 for the month.

Program Service Revenue was above budget by \$8,395 for the month. This represents a combination of Professional Development, Sponsorship, and Advertising Revenues.

Investment Income was above budget by \$3,872 for the month.

Personnel Costs were below budget by \$79,754 for the month. Labor expenses increased month over month by \$31,826. This was due to one staff member returning from maternity leave during May and catch-up employee benefit payments (CareFlex & Kelly Benefits).

Travel Expenses were above budget by \$1,868 for the month. Travel expenses increased by \$20,216 month over month. Travel expenses were primarily associated with the Annual Convention (Atlantic City, NJ).

RELATED ITEMS:

- Transfer made into the Investment account of \$30,000 took place on June 22. (Page 8).
- A detailed financial reconciliation for the Annual Convention will be provided at the August Finance Committee meeting.
- Combined banking fees for June totaled \$174.39.



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Confirmation

Your Financial Advisor
PRISM WEALTH CONSULTANTS
202-585-4000/800-382-9989



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NATIONAL ASSOCIATION OF
BENEFITS AND INSURANCE
PROFESSIONALS
999 E ST NW
STE 604
WASHINGTON DC 20004-2045



Send checks/correspondence to:
UBS FINANCIAL SERVICES INC.
1700 M Street NW
5th Floor
Washington, D.C. DC 20036-4583

Friendly Account Name:
WN Fixed Income

June 22, 2026

We confirm the following transaction

Please review carefully and retain this confirmation for your records. If you did not authorize a transaction, please contact us at 201-352-7627.

Electronic Funds Transfer

PAYEE:	Account	WS 68284	Amount	\$30,000.00
NABIP	Transaction Date	06/22/26		

This one-time transaction was based on written instructions involving this payee that are currently on file. These instructions will not be updated until you advise us otherwise. All payments and transfers to and from your account are reflected on your account statements which you should review carefully.

Questions

If you have any questions, please contact your Financial Advisor, PRISM WEALTH CONSULTANTS, at 202-585-4000/800-382-9989.

Thank you for allowing us to serve your wealth management needs.

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NABIP PROFESSIONAL DEVELOPMENT

Revenue by Product — June 2026

Product / Course	# Txns	Net Revenue	Avg Price
2027 Medicare, Medicare Products and FWA Certification	662	\$63,788.32	\$99.54
Webinar Series: NABIP Healthcare Fiduciary Certification (NHFC) (07/14/2026)	8	\$6,038.16	\$777.63
ACA and Beyond: A Modern Look at Employee Benefits	5	\$5,418.12	\$1,116.30
Group Benefits: Basic Concepts	4	\$2,484.54	\$640.00
2026 Medicare, Medicare Advantage + Compliance Requirements (MMACR)	26	\$2,448.83	\$97.31
Advanced Topics in Group Benefits	4	\$2,067.01	\$532.50
DC Health Link Broker Training (2026)	19	\$1,470.03	\$79.99
Ethics in Business	8	\$1,373.23	\$177.09
Self-Funded Certification	5	\$1,144.57	\$236.06
Individual Coverage Health Reimbursement Arrangements (ICHRA) Certification	4	\$1,107.48	\$285.45
Individual Health Insurance Certification	2	\$1,106.33	\$570.00
Renewal: REBC Designation	8	\$735.52	\$95.00
Benefits Account Manager Certification	1	\$480.34	\$495.00
Corporate Wellness Certification (Fourth Edition)	2	\$366.62	\$189.09
Renewal: REBC & RHU Designation	2	\$203.30	\$105.00
Renewal: RHU Designation	2	\$164.46	\$85.00
Renewal: ChHC Designation	1	\$121.07	\$125.00
DC Health Link Broker Training	1	\$77.37	\$79.99
Health Insurance 101	1	\$42.62	\$44.20